



## Summer Toolkit Cultivating an Entrepreneurial Downtown

---

### Speaker Biographies & Contact Info

**Todd Barman, Program Office, National Trust Main Street Center**

308 South Monroe Street, Stoughton, WI 53589, (202) 812-3623

[Todd\\_Barman@nthp.org](mailto:Todd_Barman@nthp.org), [www.mainstreet.org](http://www.mainstreet.org)

Todd Barman is a program officer with more than 18 years of experience in the development field and more than 13 years firsthand Main Street experience. With a background in landscape design and urban planning, Barman served as the assistant state coordinator for the Wisconsin Main Street Program from 1999 until 2006, where he provided comprehensive technical assistance in the field of downtown revitalization to Wisconsin's Main Street communities. He has continued that role nationally since 2006. He is a leader in the area of economic restructuring including research and applications in the area of entrepreneurship and market position. Barman coordinated the market analysis technical support service in Wisconsin and led efforts to develop the nationally recognized Downtown and Business District Market Analysis Toolbox.

**Eddie Bumbaugh, executive director, Harrisonburg Downtown Renaissance**

212 South Main Street, Harrisonburg, VA 22801, (540) 432-8922

[ebumbaugh@harrisonburgva.org](mailto:ebumbaugh@harrisonburgva.org), [www.downtownharrisonburg.org](http://www.downtownharrisonburg.org)

Eddie Bumbaugh has been the executive director of Harrisonburg Downtown Renaissance (HDR) since its formation in July, 2003. HDR is a nonprofit organization representing downtown Harrisonburg, a designated community with the Virginia Main Street program.

Bumbaugh's prior work history includes serving as the assistant director of the Community Mediation Center, and for many years he was involved in a family owned downtown business. His undergraduate degree is from James Madison University, and he has a master's degree in social work from Virginia Commonwealth University.

**Chuck D'Aprix, president, The Downtown Entrepreneurship Project**

2518 Tunlaw Road NW, Suite 101, Washington, D.C. 20007, (202) 248-9715

[chuck@downtownproject.com](mailto:chuck@downtownproject.com), [www.downtownproject.com](http://www.downtownproject.com)

Chuck D'Aprix is an engaging, amusing, accomplished, well-informed and compelling speaker on emerging issues related to downtown revitalization, especially the role of entrepreneurship in downtown economic growth. With more than 25 years experience in downtown and commercial district renewal, D'Aprix has endeavored to find innovative solutions to seemingly intractable problems.

As a young Main Street manager, D'Aprix found that attracting and nurturing entrepreneurs provided the path of least resistance to downtown economic development. He carried his commitment to innovation in commercial district revitalization to the several economic development and community revitalization agencies he directed over the years. Employing skills he learned while serving on staff for a major real estate development firm, D'Aprix developed the first "Retail Incubator" in New England in the 1990's.

D'Aprix is the principal of three successful consulting and research firms: Economic Development Visions, The Downtown Entrepreneurship Project and The Retail Incubation Group. These firms are not only consulting firms, but also "mini think tanks" that allow D'Aprix and his colleagues to perform research on the most pressing issues facing downtown revitalization professionals.

D'Aprix is a certified Public Meeting Manager and Certified Charrette Manager. He holds a master's in communication from the Newhouse School of Public Communication at Syracuse University and completed a mid-career master's in management from Lesley University with a concentration in commercial district revitalization. His firms are based in Washington, D.C.

**Jo Kelley, executive director, Altavista On Track**

510 7<sup>th</sup> Street, Altavista, VA 24517, (434) 944-5530

[altavistaontrack@embarkmail.com](mailto:altavistaontrack@embarkmail.com), [www.altavistaontrack.com](http://www.altavistaontrack.com)

Jo Kelley hails originally from Idaho. She graduated from Boise State University with degrees in English and Gerontology. She started her career at the Idaho State Office on Aging, where she coordinated a Governor's Initiative on Home Care for the Elderly. Kelley went on to the Idaho Transportation Department and became manager of the Office of Highway Safety. She served there until moving to Washington, D.C., to work for the U.S. Department of Transportation, National Highway Traffic Services Administration, and administered highway safety programs at the national level. She moved to Altavista with her husband, in 2006, and, since 2008, has served as executive director of Altavista On Track.

**Julie Markowitz, executive director, Staunton Downtown Development Association**

110 West Johnson Street, Suite 225, Staunton, VA 24401, (540) 332-3867

[Sdda\\_director@ci.staunton.va.us](mailto:Sdda_director@ci.staunton.va.us), [www.stauntondowntown.org](http://www.stauntondowntown.org)

Julie Markowitz began working with the Main Street Approach® in 2006 armed with 10 years experience in mall marketing and promotions, working for Simon Property Group in Harrisonburg at Valley Mall and at Charlottesville Fashion Square. Simon Property Group is the largest REIT and commercial developer in the United States with several overseas developments recently added to their portfolio.

Markowitz is originally from Luray, Virginia, where her family owned and operated several small businesses, including Markowitz Appliances, still located in Downtown Luray. She has lived in Staunton since 1993. Markowitz has a degree in music from Bridgewater College and feels very fortunate to be able to live, work and promote downtown Staunton and the Shenandoah Valley.

**Andrew B. Moore, senior associate and director of urban architecture, Glavé & Holmes Architecture**

2101 East Main Street, Richmond, VA 23223, (804) 649-9303  
[amoore@glaveandholmes.com](mailto:amoore@glaveandholmes.com), [www.glaveandholmes.com](http://www.glaveandholmes.com)

Andrew B. Moore, AIA, is a senior associate and director of the Urban Architecture Studio of Glavé & Holmes Architecture. Advancing the vision of the firm's founder, James M. Glavé, AIA, a life-long urbanist and a pioneer in historic preservation, the Urban Architecture Studio is devoted to the enhancement and revitalization of our towns and cities with thoughtful designs that capture the essential context of each particular locale, with a primary focus on renovation, adaptive reuse and urban infill projects.

Moore is a graduate of Virginia Tech, earning a bachelor's degree in architecture, and is licensed to practice architecture in the Commonwealth of Virginia. He is also an accredited professional in the U.S. Green Building Council's (USGBC) Leadership in Environmental and Energy Design (LEED) certification programs and serves on the board of the Partnership for Smarter Growth, a nonprofit organization that promotes sustainable development practices.

**Nancy Parrish, director, The Franklin Business Incubator**

601 North Mechanic Street, Suite 300, Franklin, VA 23851, (757) 562-1958  
[nparrish@franklinsouthamptonva.com](mailto:nparrish@franklinsouthamptonva.com), [www.franklinsouthamptonva.com](http://www.franklinsouthamptonva.com)

Nancy Parrish was hired as the director of small business development for the Franklin Southampton Economic Development, Inc. (FSEDI) in October 2007 where she manages the Franklin Business Incubator. Since starting, Parrish has grown the incubator occupancy rate by 60 percent and has graduated four companies, with more on the horizon. Parrish was pivotal in nominating the incubator and winning the Virginia Economic Developers Association's 2008 Community Economic Development Award, for cities with a population of less than 15,000 for the state of Virginia, and the Southern Economic Development Association's 2008 Community Economic Development Award.

Prior to her employment with the FSEDI, Parrish was employed with the City of Franklin Public Schools as their food services director for eight years and was with Union Camp Corporation (now International Paper) for more than 27 years as a part of their sales team. Parrish has a bachelors degree from Radford University in home economics education and human resources and a master's degree from Virginia Tech in education and administration. She also holds an associates degree in supervisory management from Paul D. Camp Community College. She was recently named to the Cambridge Association for Professional Business Women.

Parrish is active in many community and civic organizations. She sits on the Downtown Franklin Association Board of Directors and is the editor of organization's quarterly newsletter *The Downtowner*. She has been married to her childhood sweetheart, Larry Parrish, for more than 37 years. They are the proud parents of two grown sons, Brandon and Ryan.

**Michele White, principal, Michele White graphics + marketing**

Culpeper, VA, 22701, (540) 829-5281

[designmws@aol.com](mailto:designmws@aol.com), [www.dynamicsdesignndelivers.com](http://www.dynamicsdesignndelivers.com)

Michele White is a freelance graphic designer based in Culpeper, VA. She continues a lifelong interest and love of downtowns, growing up three blocks from the downtown pedestrian mall in Charlottesville. Hanging out in a downtown setting since her middle school days, Michele has a love of boutique shops, art galleries and restaurants as evident in the current work of her design portfolio.

After studying graphic design at Virginia Commonwealth University, White returned to Charlottesville to a job at SNL Securities, with her office overlooking the same downtown mall that she visited as a kid. She is keenly aware of economic effects on downtown cores and has set aside many hours to serve on the Town of Culpeper Parking Authority and Culpeper Renaissance, Inc. (CRI), starting with the Design Committee since moving to Culpeper in 1998. White is on her second round of being a CRI board member and is looking forward to being part of the Executive Committee in the next couple years. She has begun creating awareness of Culpeper's Downtown and their special events through her own marketing e-newsletters.

**Marc Willson, Retail Expert, Virginia Small Business Development Centers Network,**

4031 University Drive, Suite 200, Fairfax, VA 22030, (703) 999-3048

[mbwillson@comcast.net](mailto:mbwillson@comcast.net), [www.virginiasbdc.org](http://www.virginiasbdc.org)

Marc is currently the Retail Consultant at the Virginia Small Development Center (SBDC) Network at the George Mason University Mason Enterprise Center at The School of Public Policy. He brings 35 years of retail experience to bear in helping retail, restaurants and tourism-related small businesses refine and promote their concepts to the public. He conducts a series of seminars related to staying relevant to a changed customer and the fundamentals of retailing. He meets personally with small businesses throughout Virginia to provide confidential one-on-one counseling.

In 1975, Mr. Willson started his retail career as co-owner of the largest distributor of Earth Shoes in the United States. As Earth Shoes went the way of the pet rock, Mr. Willson joined Britches of Georgetowne as a sales person and finished his 12 year career there as Vice President of Operations after growing the company from 9 stores to 109. He then joined Circuit City and opened 83 mall based Circuit City Express stores. At Crown Books he managed 250 bookstores as Vice President and General Manager. The son of the founder of Circuit City asked him to be President and CEO of the Bicycle Exchange, a chain of bicycle superstores that he had invested in and was in dire need of a turnaround. He then took his career into cyberspace as the Vice President of Merchandising of an online college bookstore specializing in textbooks and emblematic apparel. As President of Storetrax, Inc., he managed an Internet site dedicated to landlords and developers leasing retail space.

Most recently he traveled to Dallas, Texas, to open the world's first energy efficiency store for Current Energy, LLC, a company funded by Ross Perot, Jr. The store helps small businesses and residential customers reduce their consumption of gas, water and electricity. He continues to broker commercial power to industry and manufacturers in deregulated states throughout the country.

**Virginia Department of Housing and Community Development Staff**

600 East Main Street, Suite 300, Richmond, VA 23219, (804) 371-7000

[www.dhcd.virginia.gov](http://www.dhcd.virginia.gov)

Virginia Main Street Program

**Doug Jackson**, Revitalization planner, [douglas.jackson@dhcd.virginia.gov](mailto:douglas.jackson@dhcd.virginia.gov)

**Kyle Meyer**, Revitalization planner, [kyle.meyer@dhcd.virginia.gov](mailto:kyle.meyer@dhcd.virginia.gov)

**Jeff Sadler**, Program manager, [jeff.sadler@dhcd.virginia.gov](mailto:jeff.sadler@dhcd.virginia.gov)

Project Management Office

**Brad Belo**, Community representative, [brad.belo@dhcd.virginia.gov](mailto:brad.belo@dhcd.virginia.gov)

**Ramona Chapman**, Program administrator, [ramona.chapman@dhcd.virginia.gov](mailto:ramona.chapman@dhcd.virginia.gov)

**Matt Fitzgerald**, Community representative, [matt.fitzgerald@dhcd.virginia.gov](mailto:matt.fitzgerald@dhcd.virginia.gov)

**Michelle D. Jones**, Program manager, [michelle.d.jones@dhcd.virginia.gov](mailto:michelle.d.jones@dhcd.virginia.gov)